

# ABHISHEK KUMAR

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**WORK IS WORKSHIP**

**Aspiring to be a part of a reputed organization, working in a responsible position and performing consistently to the best of my skills and abilities in order to learn and grow along with the organization.**

## EDUCATION

Class	Institute/Board	Percefnage	Finization Year
<b>B.E. mechanical</b>	Don Bosco Institute of Technology,VTU, Banglore	<b>67</b>	<b>2016</b>
<b>12th</b>	Dr.R.M.L.S. College, B.S.E.B ,Patna ,Bihar	<b>62</b>	<b>2012</b>
<b>10th</b>	Mukherjee Seminary ,B.S.E.B,Bihar	<b>52</b>	<b>2010</b>

## INDUSTRIAL EXPERIENCES

Company /Industry Type	Digation	Year Of working	Duration of Working Year/Month
Umbrella Corporatation	Area Sales Manager	01/07/16-30/06/18	2 Year
Indo farm Equipment Ltd.	Field officer	01/08/18-30/07/2019	1 Year
Preet tractor pvt ltd	Territory Sales Executive	01/08/19-3/6/2021	2.1year
Total Experience			<b>5.1 Year</b>

## **ROLES & RESPONSIBILITIES-SALES**

- Dealer Appointment.
- Dealer Development.
- Sales Forecast.
- Support dealer in sale target achievement.
- Organize sales demo.
- Organize service camp.
- Support dealer to sale product with privet Finance and nationalize bank.
- Listen to customer requirements and present appropriately to make a sale.
- Maintain and develop relationships with existing customers in person and via telephone calls.
  - Cold call to arrange meetings with potential customers to prospect for new business
- Gather market and customer information.
- Focused to increase/make strong dealer network.

## **INTERNAL TRAINING**

- UMBRELLA CORPORATION in product desining and service .
- Vishvash tractor for assembly and sales management.
- Indofarm Equipment Ltd for product manufacturing , dealer appointment/development, and sales target achievement.

## **ACADEMIC PROJECT**

**PROJECT TITLE : 1.Zig bee system to avoid road accident.**

## **ACHIEVEMENTS**

- 2 Times achieved for Best The Dealer appointment and Sale target achievement in Umbrella Corporatation.
- 2 Dealer appointment done in preet tractor pvt Ltd.
- Achieved Sales target given by preet tractor for Dhanteress-Diwali.

## **COMPUTER SKILLS**

- CAME D, Catia, MS Word, MS Excel, MS Power Point

## SUBJECTS OF INTEREST

- Dealer development
- Sales forecast and target achievement.
- Automobile Technology
- Designing

## PERSONAL INTERESTS & HOBBIES

- Playing cricket.
- To read current political news.

## PERSONAL DOSSIER

- **Father's name** : **Mr. Shubhankar Singh**
- Father's Occupation : Businessmen (Ex-HMT Tractor Dealer)
- **Mother's name** : **Mrs. Shobha Devi**
- Mother's Occupation : Housewife
- **Wife's name** : **Anshu kumari**
- Wife's Occupation : Housewife and M A studing.
- Permanent Address : Vill-Locha P.O-kamarthi,P.S-Gaighat,  
Dist- Muzaffarpur,Pin-843118
- Date of Birth : 11<sup>th</sup> Sep, 1995.
- Nationality : Indian.
- Marital Status : Married.
- Languages Known : English, Hindi
- Passport Availability : Yes
- Preference Location : Anywhere in india

## DECLARATION

I hereby declare that the above information is true to the best of my knowledge.

Place:

Date:

**Abhishek Kumar**  
(SIGNATURE)